

Message Text

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PAGE 01 DAKAR 04775 271754Z

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ACTION AF-08

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TO USDOC WASHDC
INFO SECSTATE WASHDC 5957

UNCLAS DAKAR 4775

E.O. 11652: NA
TAGS: BEXP SG
SUBJECT: ADS REQUEST- INTERNATIONAL ALUMINUM CORPORATION,
MONTEREY PARK, CAL. 91754

REFS: USDOC 06037
B. USDOC 09526

1. FOLLOWING FIRMS INTERESTED CORRESPONDING:

S A I B ALUMINUM
KM 3.5 ROUTE DE RUFISQUE
BP 2036
DAKAR SENEGAL
ATTN: GEORGES VIVIS, DIRECTEUR

SODACOM
KM 4.5 ROUTE DE RUFISQUE
BP 565
DAKAR SENEGAL
ATTN: GUY RACK, ADMINISTRATEUR

SOCIETE SENEGALAISE POUR L'ALUMINUM ET LE VERRE (SENALUVER)
KM 6, ROUTE DE RUFISQUE
BP 2720
DAKAR SENEGAL
ATTN, DOMINQUE MERLON, DIR TECHNIQUE

LES MIROITERIES DE L'AFRIQUE NOUVELLE (MAN)
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5, RUE DE DENAIN

BP 6038

DAKAR SENEGAL

ATTN: FERNAND ROMESTAN DIRECTEUR

2. IMPORTATION OF FINISHED GLASS DOORS AND JALOUSIES INTO SENEGAL NOT POSSIBLE BECAUSE THEY ARE PRODUCED BY TWO LOCAL FIRMS USING IMPORTED GLASS AND ALUMINUM SECTIONS : SAIB AND SODACOM. NO LOCAL PRODUCTION OF GLASS AND ALUMINUM. SENALUVER PRODUCES MIRRORS AND MAN PRODUCES WINDOW GLASS AND OTHER GLASS BUILDING PRODUCTS, ALL USING IMPORTED STOCK.

3. DIRECTORS OF ALL FOUR FIRMS WERE CONTACTED DIRECTLY BY EMBOFFS AND EXPRESSED INTEREST IN IMPORTING MATERIAL FROM IAC. PRICE COMPETITIVENESS WITH CURRENT EUROPEAN SOURCES AND SUITABILITY OF PRODUCT FOR ARID LOCAL WEATHER CONDITIONS IMPORTANT FACTORS IN SWITCHING TO US SOURCE.

4. CUSTOMS STATISTICS LAST AVAILABLE YEAR (1974) SHOW IMPORTS OF ALUMINUM SECTIONS SUCH AS USED BY IAC TOTALLED 95 METRIC TONS VALUED AT \$133,000 OR ROUGHLY \$1400 PER TON C.I.F. DAKAR. CONSUMPTION HAS GONE UP BY ABOUT 10PCT PER ANNUM AND WILL ACCELERATE IN THE FUTURE. MATERIAL FROM US PAYS 61PCT TARIFF WHILE MATERIAL FROM EEC TAXED AT 54PCT CIF.

5. GLASS OF TYPE USED IN IAC PRODUCTS (BTN 7005-7006) IS TAXED AT 66PCT FOR US, 51PCT FOR EEC. IMPORTS 1974 WERE \$244,000 FOR 600MT, MIRROR GLASS (BTN 700990) TAXED AT 74PCT US, 51PCT EEC: 1974 IMPORTS WERE \$57,000 FOR 60 MT.

6. GOS IS IN PROCESS OF EQUALIZING TARIFF RATES FOR US AND EEC PRODUCTS, BUT HAS NOT YET ANNOUNCED SPECIFIC CATEGORIES AFFECTED.

7. SUGGEST IAC WRITE TO ALL FIRMS ABOVE WITH PRICE, TERMS AND PRODUCT SPECS. CORRESPONDENCE SHOULD BE IN FRENCH. AGGREY

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Disposition Comment:
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